



Socio-Economic Institute
of Firms and
Organizations

VOCATIONAL TRAINING SEMINAR

"Performance +" Socio-Economic approach to management

Techniques and tools required
to successfully implement
change management projects

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This training program is value-added to directors and managers of small to medium-size businesses and large-scale companies, auditors-accountants, quality managers, internal and external consultants and OD practitioners.

Objectives

It offers the acquisition of methods and tools for flexible and customized *socio-economic management* to initiate and conduct change and innovation in organizations, in order to overcome the present crisis.

ISEOR SEAM method was developed through extensive R&D programs on management.

SEAM method has been experimented in over 1,200 companies and organizations ranging from SMEs to MNCs in a variety of activity sectors and geographical locations (35 countries on 4 continents).



Contact
and registrations



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Training Seminar in Socio-Economic Approach to Management

This seminar is aimed at training participants in techniques and tools which are necessary to successfully carry out management consulting interventions.

Participants will acquire skills to undertake socio-economic interventions in companies or organizations, calculate the economic balance of the change process and implement socio-economic process and tool-box.

First session : 20, 21, 22 and 23 June, 2011

1st day

- 9:00 am - 12:00 am

Overview of the Socio-Economic Approach to Management

- 1:00 pm - 5:00 pm

The Horivert Method

Socio-Economic Diagnostic Methodology

2nd day

- 9:00 am - 12:00 am

The diagnostic SEGESE Software. The expert's opinion

- 1:00 pm - 5:00 pm

Diagnosing hidden costs

3rd day

- 9:00 am - 12:00 am

Socio-Economic Project and Economic balance

- 1:00 pm - 5:00 pm

Socio-Economic Management Tools : Time Management and Competency Grid

4th day

- 9:00 am - 12:00 am

Socio-Economic Management Tools : Socio-Economic log-book and Priority Action Plan

- 1:00 pm - 5:00 pm

Steering rhythms in intervention process and case study
Implementing the SEAM in a company : negotiating the contract

Second session : 17, 18 and 19 October, 2011

1st day

Pay-back of socio-economic change management processes through transformation of hidden costs into value-added creation

- Project: from diagnostic towards proposition of innovative solutions

- Management tools aimed at structuring and steering interventions

2nd day

Leadership management tools of activities

- The Priority Action Plan

- The Periodically Negotiable Activity Contract

- Synchronizing socio-economic management tools in order to enhance on-going steering of activities

- Skills and training internal and external consultants and managers

3rd day

The intervener's craft

- Coming up to the implementation of SEAM

Tuition fee : €3,500, + 19,6% Tax ; ie €4,186 including Tax

The fee for this seminar is € 4,186 including Tax and pay-back is usually less than one year when undertaking a few interventions within companies as a follow-up to the sessions.

It includes seminars, 4 books and training materials.

REGISTRATION FORM

Vocational Training Seminar « Performance »



ISEOR – PUFOMASE

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SOCIO-ECONOMIC INTERVENTION AND MANAGEMENT : Tools and Methods

APPLICANT

Last Name : _____

First Name : _____ Age : _____

Home Address : _____

Home Telephone : _____

Company : _____ Size : _____

Business sector : _____

Position : _____

Office Address : _____

Tel. Office : _____

Fax Office : _____

e-mail : _____

Please, attach your bio.

BACKGROUND IN PARTICE OF SOCIO-ECONOMIC APPROACH TO MANAGEMENT

Please, indicate in particular your experience with regard to project development or/and control in training within companies : type of experience, duration, business sector and the corporate name of the concerned organizations, if possible.

SEMINAR

I hereby confirm my registration for the training session organized by ISEOR in « Socio-Economic Intervention and Management – Tools and Methods”.

Session # 1 : _____

Session # 2 : _____

I commit myself to send you back the vocational training contract upon reception.

I duly note that registration consists in a package deal for the 2 sessions, and that the tuition fee for the session, including training materials and participation in the ISEOR annual meeting amounts to **€ 4,186 tax included (€ 3,500* before tax)**. **This amount will be paid in two instalments of €2,392 and € 1,794 respectively. The first instalment is to be paid to the order “PUFOMASE” and must accompany the present registration form. The second instalment should be paid one month before the beginning of session 2.**

Date _____ Signature of the applicant and Company stamp

*19,6% VAT